

## Message Text

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41

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOT-00 INR-07 NSAE-00 FAA-00 L-03 PA-01 PRS-01

USIA-06 ( ISO ) W

----- 029340

P R 261605Z FEB 76

FM USMISSION USBERLIN

TO AMEMBASSY BONN PRIORITY

INFO SECSTATE WASHDC 2026

AMEMBASSY LONDON

AMEMBASSY PARIS

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E.O. 11652: N/A

TAGS: EAIR, PGOV, WB, US, UK, FR

SUBJECT: CIVAIR: BERLIN CHARTERS TO PARIS/LONDON

REF: PARIS 4930

1. PANAM BERLIN MANAGER GALLAGHER CONFIRMED ACCURACY OF FEB 26 BERLIN PRESS REPORTS THAT FRENCH AUTHORITIES IN PARIS HAVE TURNED DOWN PANAM APPLICATION FOR 60 CHARTER FLIGHTS BETWEEN BERLIN AND PARIS AND THAT BRITISH ABOUT TO DO SAME. GALLAGHER NOTED THAT IN INFORMING PANAM PARIS OFFICE OF GOF DECISION, SGAC OFFICIAL ESPEROU SAID DECISION WAS RESULT OF CONSULTATIONS WITH UK AUTHORITIES, WHO ARE ALSO ON VERGE OF ANNOUNCING THEIR REFUSAL TO PERMIT 100 BERLIN-LONDON FLIGHTS BY PANAM. ACCORDING TO GALLAGHER, HOWEVER, ESPEROU HELD OUT HOPE THAT PANAM MIGHT BE ABLE TO GAIN SHARE OF MARKET IF AGREEMENT COULD BE REACHED BETWEEN PANAM AND AIR FRANCE MANAGERS IN BERLIN ON SHARING ARRANGEMENTS. GALLAGHER SAID HE WOULD TAKE THIS UP ON MARCH 2 DURING VISIT OF AIR FRANCE EUROPEAN DIRECTOR FOR LIMITED OFFICIAL USE

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MARKETING.

2. GALLAGHER SAID LOCAL AF MANAGEMENT BELIEVES IT HAS CORNERED ALL OF EXISTING BERLIN-PARIS MARKET, WHEREAS PANAM BELIEVES THERE IS POTENTIALLY SUBSTANTIALLY LARGER POOL OF CUSTOMERS WHICH COULD BE EQUITABLY APPORTIONED BETWEEN THE TWO AIRLINES.

3. GALLAGHER ALSO MENTIONED RUMOR WHICH IS CURRENT IN BERLIN'S TRAVEL COMMUNITY THAT AF IS REBATING LARGE AMOUNT OF TICKET PRICE DIRECT TO AGENTS IN ORDER TO KEEP ENTIRE EXISING MARKET IN AF HANDS. WHEN PRESSED, GALLAGHER ADMITTED THERE WAS NO WAY TO CONFIRM THIS RUMOR. PANAM INTENDS TO CONVEY THIS RUMOR TO THE PRESS.GEORGE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CIVIL AVIATION, PRESS COMMENTS, SUPPLEMENTAL AIRLINES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 26 FEB 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** morefirh  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976USBERL00371  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760073-0569  
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**Line Count:** 75  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** 76 PARIS 4930  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** morefirh  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 16 APR 2004  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** CIVAIR: BERLIN CHARTERS TO PARIS/LONDON  
**TAGS:** EAIR, PGOV, WB, US, UK, FR, PANAM, AIR FRANCE, SGAC, (GALLAGHER)  
**To:** BONN  
**Type:** TE  
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